

Poland Jobs Expertini®

Channel Sales Manager

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Company: Guided Solutions

Location: Poland

Category: other-general

We are representing a well-funded early-stage software provider that has a growing footprint in Europe, with more than 40 hospitals currently using the software. This AI-enabled tool enables faster Radiology decision-making for stroke and emergency care, as well as for Neuro-Oncology treatment assessments. The company is one of only two providers of technology in this sector and has a demonstrable product advantage, which is giving them a competitive advantage in the field.

We are assisting in building the commercial team across Europe, which will consist of a blend of Direct and indirect sales channels. We seek a Channel Sales Manager to manage a proportion of the indirect channel partners across Central & Eastern Europe and CIS region. You need to be a seasoned professional with a strong network of distributors as well as have a well-developed methodology of how to drive distributor performance and sold capital equipment or software as a medical device.

Candidates could be based anywhere in Germany, Poland, France, the UK, Switzerland, Portugal, Spain or Italy.

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